

Message Text

CONFIDENTIAL

PAGE 01 BERLIN 06666 130816Z

15
ACTION EUR-12

INFO OCT-01 ISO-00 VO-03 CIAE-00 FBIE-00 INSE-00 NSAE-00

SCA-01 L-03 CPR-01 EB-07 COME-00 SP-02 SS-15 /045 W
----- 084268

R 110935Z SEP 76
FM AMEMBASSY BERLIN
TO SECSTATE WASHDC 3227
INFO AMEMBASSY BONN
USMISSION USBERLIN UNN

C O N F I D E N T I A L BERLIN 6666

DEPT FOR EUR/CE, SCA AND VO

E O 11652: GDS
TAGS: PFOR, EGEN, EEWT, CGEN, CVIS, GE (OTTE, BRUNO AND FAMILY)
SUBJ: GDR SEEKS VISA FOR RESIDENT BUSINESS REPRESENTATIVES

1. BY FOREIGN MINISTRY NOTE OF AUGUST 31 THE EMBASSY HAS RECEIVED A REQUEST TO ISSUE A VISA TO BRUNO OTTE, HIS WIFE AND TWO CHILDREN TO TRAVEL TO THE UNITED STATES WHERE OTTE WISHES TO TAKE UP "SEVERAL YEARS" ACTIVITTY AS A "SALES ENGINEER" FOR GDR MACHINE TOOLS. THE MINISTRY NOTE STATES THAT OTTE AND FAMILY PLAN TO GO TO WASHINGTON, WHILE THE FS-257A SUBMITTED BY OTTE STATES HE PLANS TO SERVE AS "TECHNICAL ADVISER" TO B. ELLIOTT INC. IN BUFFALO, NEW YORK WHICH WE RECOGNIZE AS THE US AGENT FOR WMW-EXPORT-IMPORT, OTTE'S EMPLOYER, THE GDR MACHINE TOOL FOREIGN TRADE ORGANIZATION. THE NOTE REQUESTS MULTIPLE-ENTRY VISAS OF THE LONGEST PERMISSIBLE VALIDITY; AND STATES THAT OTTE PLANS TO SPEND THREE YEARS IN THE US. DOCUMENTS SUBMITTED IN CONNECTION WITH THE VISA APPLICATIONS INCLUDE A TELEX FROM ELLIOTT TO WMW IN BERLIN, ASKING FOR OTTE'S SERVICES URGENTLY, AND REQUESTING OTTE BE GIVEN A VISA FOR SIX MONTHS OR ONE YEAR.

2. THE NOTE, IN ITSELF AN UNUSUAL PRACTICE FOR THE GDR, REPRESENTS AN EAST GERMAN INITIATIVE ON THE QUESTION OF
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 BERLIN 06666 130816Z

COMMERCIAL REPRESENTATION IN THE US. STYMIED BY OUR LINKING

OF PERMISSION TO OPEN A WMW OFFICE IN THE US WITH CONCLUSION OF A CONSULAR AGREEMENT, THE GDR HAS COUNTERED WITH A PROPOSAL THAT A GDR "PRIVATE CITIZEN" BE ADMITTED FOR LENGTHY TEMPORARY RESIDENCE TO ASSIST WITH THE SALE OF EAST GERMAN MACHINE TOOLS THROUGH AN AMERICAN FIRM WITH WHICH WMW HAS AN ONGOING BUSINESS RELATIONSHIPE.

3. OTTE'S APPLICATION PRESENTS TECHNICAL PROBLEM, E.G. 212(A)28 INELIGIBILITY AND THE MULTIPLE-ENTRY QUESTION, THAT WILL HAVE TO BE ADDRESSED IN THE EVENT A VISA IS ISSUED. FOR THIS PURPOSE, FULL PARTICULARS OF THE OTTE APPLICATIONS HAVE BEEN SUBMITTED BY SEPARATE DONKEY-CHIPMUNK TELEGRAMS (BERLIN 6641).

4. MORE IMMEDIATE, HOWEVER, IS THE NEED TO DECIDE WHETHER WE CONSIDER THAT OTTE'S ACTIVITIES IN THE US WOULD CONSTITUTE AN EXPANSION OF GDR PRESENCE IN THE US THAT IS UNACCEPTABLE TO US UNTIL CONCLUSION OF A CONSULAR AGREEMENT. THE EMBASSY BELIEVES THERE ARE REASONS NOT TO REJECT THE OTTE APPLICATION OUT OF HAND, BUT TO CONSIDER ALLOWING THE GDR TO SEND ITS "PRIVATE CITIZENS" TO THE US TO PROMOTE EXPORT SALES. FIRST AMONG THESE IS THE OPPORTUNITY THE APPLICATION PROVIDES TO RECIPROCATATE GDR AGREEMENT TO AND FACILITATION OF THE ACTIVITIES OF THE DOW CHEMICAL COMPANY, WHOSE US REPRESENTATIVE HAS BEEN IN BUSINESS IN EAST BERLIN SINCE MAY. WE WOULD NOT WISH TO ARGUE THAT GDR APPROVAL OF THE DOW OFFICE DID NOT SERVE IMPORTANT GDR INTERESTS. WE BELIEVE THE DOW OFFICE IS VERY USEFUL TO THE GDR IRRESPECTIVE OF ANY BALANCING QUID PRO QUO OUR PART. AT THE SAME TIME, HOWEVER, WE BELIEVE US REPRESENTATIONS RE THE DOW OFFICE PRIOR TO THE FEBRUARY 3 HARTMAN-SIEBER CONVERSATION LED THE GDR TO BELIEVE THAT WE WISHED TO SEE DOW ACCOMMODATED IN EAST BERLIN AS THE CONDITION OF OUR AGREEMENT TO A GDR COMMERCIAL PRESENCE IN THE US. WE BELIEVE THAT SUBSEQUENT UNWILLINGNESS ON OUR PART TO RESPOND TO THE DOW APPROVAL WITH PERMISSION FOR WMW TO OPERATE IN THE US APPEARED TO THE GDR INCONSISTENT AND CONFUSING, AND HAS LED THE GDR TO QUESTION THE VALUE OF BEING FORTHCOMING AS A TACTIC IN RELATIONS WITH THE US.

5. A SECOND ARGUMENT FOR GRANTING A VISA IS OUR GENERAL
CONFIDENTIAL

CONFIDENTIAL

PAGE 03 BERLIN 06666 130816Z

BELIEF THAT US INTERESTS ARE NOT ADVANCED BY ENFORCING THE ISOLATION OF THE GDR ECONOMY FROM OURS, BUT RATHER BY ENCOURAGING THEIR ECONOMIC ENGAGEMENT WITH US. WE ALSO THINK THAT GRANTING OTTE A VISA WOULD BE CONSISTENT WITH PARAGRAPH 3 OF STATE 208053, WHICH PRECLUDES OPENING OF A TRADE OFFICE UNTIL A CONSULAR CONVENTION IS CONCLUDED BUT ENCOURAGES DIRECT CONTACTS BETWEEN THE GDR AND US FIRMS.

6. THE EMBASSY RECOMMENDS THAT CONSIDERATION BE GIVEN TO RESPONDING TO THE OTTE APPLICATION WITH A COUNTER-PROPOSAL THAT THE DEPARTMENT IS PREPARED TO ISSUE OTTE AND FAMILY MULTIPLE/ENTRY/EXIT VISAS VALID FOR SIX MONTHS - 1 YEAR AS REQUESTED BY ELLIOTT ON THE UNDERSTANDING THAT HE WOULD NOT BE LOCATED IN WASHINGTON OR ASSOCIATED WITH THE GDR EMBASSY THERE. MULTIPLE ENTRY B-1 VISAS VALID FOR SIX MONTHS TO A YEAR NEED NOT BE CONSIDERED A PRECEDENT UNTIL THE GDR AGREES THAT SUCH VISAS WOULD BE RECIPROCALLY ISSUED.COOPER

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESSMEN, PERSONNEL TRAINING, VISAS, VISITS
Control Number: n/a
Copy: SINGLE
Draft Date: 11 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976BERLIN06666
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D760344-0528
From: BERLIN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760970/aaaacicn.tel
Line Count: 124
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 27 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <27 APR 2004 by BoyleJA>; APPROVED <19 AUG 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GDR SEEKS VISA FOR RESIDENT BUSINESS REPRESENTATIVES
TAGS: PFOR, EGEN, EEW, CGEN, CVIS, GC, (OTTE, BRUNO)
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006